

## **ASSIGNMENT QUESTIONS: “OutReach”**

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1. What are the challenges of valuing an early-stage company?
2. In what ways is ORN a typical start-up company? In what ways is it atypical?
3. What is the value of the firm under the venture capital method?
4. What is the value of the firm under the discounted cash flow method?
5. Is Everest Partners justified in asking for a 30% equity stake?
6. What should Pete Perez do?